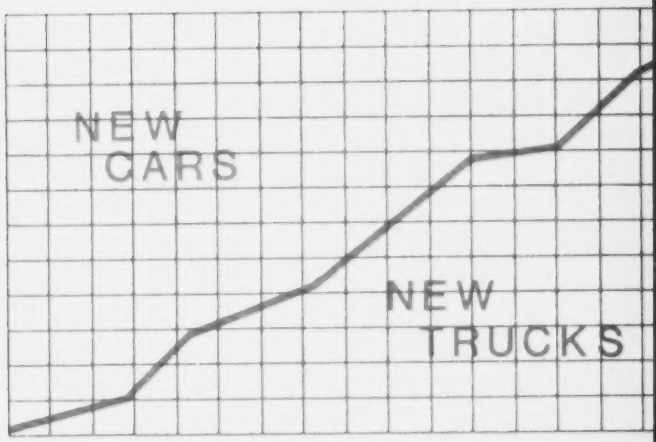
C 7713-3A

POCKET SUMMARY

FEBRUARY 1992

OF REGISTRATIONS



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POLK®

R.L. POLK & CO.
STATISTICAL SERVICES DIVISION

NEW VEHICLE REGISTRATION SERVICE — U.S. SUMMARY
PASSENGER CAR - DOMESTIC — MONTH

MAKES	FEBRUARY		% '92 VS '91	% IND	
	1992	1991		1992	1991
CHRYSLER	11129	10512	105.87	1.89	1.74
LEBARON	6219	4429	140.42	1.05	.73
NEW YORKER	1683	1326	126.92	.29	.22
5TH AVE	2750	3722	73.89	.47	.62
IMPERIAL	465	954	48.74	.08	.16
DODGE	19900	29596	67.25	3.36	4.89
DAYTONA	920	1062	86.63	.16	.18
SHADOW	5459	4587	119.01	.93	.76
SPIRIT	4425	9172	48.25	.75	1.52
DYNASTY	6795	11327	59.99	1.15	1.86
VIPER	-	-	-	-	-
PLYMOUTH	12797	16794	76.20	2.17	2.78
SUNDANCE	4576	3261	140.14	.77	.54
ACCLAIM	5369	10590	50.70	.92	1.76
LASER	1714	1835	93.41	.29	.30
EAGLE	3925	3501	112.11	.67	.58
PREMIER	520	432	120.37	.09	.07
TALON	2049	2111	97.06	.35	.35
CHRYSLER CORP	47767	60402	79.07	8.09	9.99
FORD	86897	85518	101.61	14.71	14.13
ESCORT	19725	21469	91.88	3.34	3.55
PROBE	2822	5870	48.07	.48	.97
MUSTANG	6859	4898	140.04	1.16	.81
TEMPO	16105	16500	97.61	2.73	2.73
TAURUS	25351	24448	103.69	4.30	4.05
CROWN VICTORIA	5991	7117	84.17	1.02	1.18
THUNDERBIRD	6725	6721	100.06	1.14	1.11
LINCOLN	11654	16004	74.37	1.97	2.65
MERCURY	29211	27558	106.01	4.95	4.56
TRACER	3704	4619	80.26	.63	.76
TOPAZ	5282	4445	118.83	.90	.73
SABLE	7965	7378	107.96	1.34	1.23
COUGAR	3305	3853	101.35	.56	.64
GRAND MARQUIS	7072	6012	117.63	1.20	.99
FORD MOTOR CO	127964	129581	99.14	21.69	21.46
BUICK	20172	23659	101.14	5.80	5.50
SKYLARK	5568	8427	66.07	.94	1.39
CENTURY	8821	7727	114.22	1.50	1.28
REGAL	5842	7229	80.81	.99	1.20
LESABRE	11976	17398	153.58	2.04	1.29
ROADMASTER	2678	2531	-	.45	.04
PARK AVE	4410	6882	64.27	.75	1.13
RIVIERA	790	1198	65.94	.13	.20
REATTA	29	178	16.29	.00	.03
CADILLAC	18613	14178	131.33	3.15	2.34
ALLANTE	111	143	77.62	.02	.02
ELDORADO	1810	991	182.46	.27	.16
SEVILLE	2612	1476	178.32	.44	.25
CHEVROLET	77149	85100	90.69	13.13	14.07
PRIZM	4430	7316	60.55	.75	1.21
CAVALIER	16945	22425	75.56	2.89	3.70
LUMINA	14859	13839	107.37	2.52	2.29
CORSICA	10339	13015	79.44	1.76	2.15
BERETTA	3292	3844	85.64	.56	.64
CAMARO	4430	2886	153.82	.75	.48
CORVETTE	973	1086	89.59	.16	.18
CAPRICE	7290	8336	87.04	1.24	1.38
OLDSMOBILE	28983	30449	95.21	4.91	5.03
ACHIEVA/CALAIS	5126	6796	75.43	.87	1.12
CUTLASS CIERA	8306	6527	127.26	1.40	1.08
CUTLASS SUPRM	5089	6530	77.92	.86	1.08
TORONADO	389	680	57.21	.07	.11
PONTIAC	38075	38119	99.83	6.45	6.31
SUNBIRD	5941	7535	78.83	1.01	1.25
GRAND AM	15173	13256	114.46	2.56	2.20
6000	1155	2207	7.02	.03	.36
BONNEVILLE	7366	4163	176.94	1.25	.69
FIREBIRD	1285	1276	100.71	.22	.21
GRAND PRIX	7022	7035	99.82	1.19	1.16
SATURN	11237	1864	602.94	1.90	.31
GEN. MTRS. CORP	214404	209198	102.19	36.34	34.62
MISC. DOMESTIC	-	-	-	-	-
OTHER IMPORT	199908	205921	97.08	33.88	34.05
U.S. TOTAL	590331	604807	97.56		

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NEW VEHICLE REGISTRATION SERVICE — U.S. SUMMARY
PASSENGER CAR - DOMESTIC — YEAR-TO-DATE

MAKES	YEAR TO DATE		% '92 VS '91	% IND		YEAR END
	1992	1991		1992	1991	1991
CHRYSLER	24146	20588	117.28	1.99	1.68	127484
LEBARON	13143	8101	162.24	1.09	.66	60604
NEW YORKER	3575	2899	123.32	.29	.24	17030
5TH AVE	5934	7039	84.31	.49	.58	37740
IMPERIAL	1402	235	596.98	.12	.19	11020
DODGE	42650	61568	69.29	3.51	5.03	331619
DAYTONA	1867	2310	80.85	.15	.19	15971
SHADOW	11457	10229	111.98	.94	.84	78728
SPIRIT	9344	18310	54.31	.82	1.50	82031
DYNASTY	14621	24094	60.68	1.21	1.96	107941
VIPER	-	-	-	-	-	-
PLYMOUTH	27000	36320	74.34	2.22	2.97	199877
SUNDANCE	9450	7618	123.98	.78	.62	55559
ACCLAIM	11821	22392	52.79	.97	1.83	97326
LASER	3403	3753	89.72	.28	.31	28771
EAGLE	8112	7565	114.58	.67	.58	60319
PREMIER	1252	841	148.87	.10	.07	12437
TALON	4132	4271	96.75	.34	.34	29972
CHRYSLER CORP.	101918	125561	81.17	8.39	10.26	719299
FORD	177114	170535	103.82	14.57	13.94	1077294
ESCORT	41595	42159	98.67	3.42	3.45	243513
PROBE	5720	10346	55.31	.47	.85	75324
MUSTANG	12452	10801	115.29	1.02	.88	79849
TEMPO	32653	34070	95.84	2.69	2.78	187325
TAURUS	52675	46033	114.43	4.34	3.76	299567
CROWN VICTORIA	12854	10228	125.71	1.06	.84	70515
THUNDERBIRD	11862	11866	99.96	.98	.97	73825
LINCOLN	25703	30582	84.05	2.12	2.50	181295
MERCURY	60766	52101	116.65	4.97	4.26	375153
TRACER	7594	8428	90.10	.62	.69	46550
TOPAZ	10778	8929	120.75	.88	.73	59411
SABLE	17282	13455	128.08	1.44	1.10	98744
COUGAR	7467	8265	90.34	.61	.68	57072
GRAND MARQUIS	14696	10669	137.74	1.21	.87	93599
FORD MOTOR CO.	267183	253280	105.49	21.96	20.72	1653742
BUICK	81892	75076	109.08	6.74	6.13	540628
SKYLARK	9849	15403	63.94	.81	1.26	62151
CENTURY	17786	14594	121.87	1.46	1.19	127656
REGAL	12218	14491	84.30	1.00	1.18	105325
LESABRE	25668	15020	170.89	2.12	1.23	110328
ROADMASTER	5402	267	-	.44	.02	35294
PARK AVE	9261	12621	73.38	.76	1.03	83388
RIVIERA	1629	2166	75.21	.13	.18	13048
REATTA	81	518	15.64	.01	.04	2438
CADILLAC	34522	35066	98.45	2.85	2.87	214557
ALLANTE	219	460	47.61	.02	.04	2817
ELDORADO	3090	2998	103.10	.25	.25	15929
SEVILLE	5147	4112	125.17	.43	.34	26701
CHEVROLET	158572	169729	93.42	13.06	13.87	1164364
PRIZM	12501	13519	92.47	1.03	1.10	101648
CAVALIER	35575	47112	75.49	2.93	3.87	261151
LUMINA	27568	27362	100.75	2.27	2.24	214292
CORSICA	21475	21458	100.08	1.77	1.75	172837
BERETTA	7222	7888	91.56	.59	.64	61178
CAMARO	9205	5814	158.32	.76	.48	53556
CORVETTE	2159	2390	90.33	.18	.20	17133
CAPRICE	13861	19544	70.93	1.14	1.59	112190
OLDSMOBILE	58106	63712	91.20	4.78	5.21	434825
ACHIEVA/CALAIS	8167	14653	55.74	.67	1.20	54348
CUTLASS CIERA	17866	13028	137.14	1.46	1.06	135634
CUTLASS SUPRM	10518	13676	76.92	.87	1.12	90294
TORONADO	755	1314	57.53	.06	.11	7667
PONTIAC	74417	74519	99.86	6.12	6.09	500212
SUNBIRD	12410	15893	78.08	1.02	1.30	94271
GRAND AM	25848	24507	105.46	2.11	2.01	147068
6000	358	4449	7.50	.03	.36	24065
BONNEVILLE	16150	8612	187.53	1.33	.70	71068
FIREBIRD	2754	2876	95.76	.23	.24	23769
GRAND PRIX	13697	13737	99.71	1.13	1.12	104342
SATURN	20680	3417	605.21	1.70	.28	70956
GEN. MTRS. CORP	428145	421540	101.61	35.25	34.45	2925871
MISC. DOMESTIC	-	6	-	-	-	21
OTHER IMPORT	42662	42378	93.59	34.70	34.59	2955074
U.S. TOTAL	1215098	1223765	93.29			8234017

UNITED STATES SUMMARY

NEW VEHICLE REGISTRATION SERVICE U.S. SUMMARY
PASSENGER CAR - IMPORT YEAR-TO-DATE

MAKES	YEAR TO DATE 1992		YEAR TO DATE 1991	
	UNITS	% OF INDUSTRY	UNITS	% OF INDUSTRY
DOMESTIC SPONSORED IMPORTS				
CHEVROLET METRO	17305	1.42	15194	1.24
CHEVROLET STORM	11701	.96	8835	.72
DODGE COLT DL/VISTA SW	1773	.15	2674	.22
DODGE STEALTH	2549	.21	2472	.20
EAGLE SUMMIT	2728	.22	1973	.16
FORD FESTIVA	7291	.60	5032	.41
GM LOTUS	56	-	22	-
MERCURY CAPRI	2589	.21	2317	.19
PLYMOUTH COLT DL/VISTA SW	2326	.19	2242	.18
PONTIAC LEMANS	3222	.27	4444	.36
TC by MASERATI	32	-	192	.02
OTHERS	-	-	-	-
TOTAL DOMESTIC SPONSORED IMPORTS	51572	4.24	45398	3.71
OTHER IMPORTS				
ACURA	19351	1.59	18694	1.53
AUDI	2012	.17	1975	.16
BMW	7816	.64	8411	.69
DAIHATSU	944	.08	923	.08
HONDA	96817	7.97	93383	7.63
HYUNDAI	13412	1.10	19812	1.62
INFINITI	4905	.40	4482	.37
ISUZU	1564	.13	1062	.09
JAGUAR	1237	.10	2286	.19
LEXUS	15118	1.24	8850	.72
MAZDA	33068	2.72	33756	2.76
MERCEDES BENZ	8662	.71	10770	.88
MITSUBISHI	22265	1.83	24959	2.04
NISSAN	52389	4.31	47931	3.92
SAAB	3093	.25	3029	.25
SUBARU	12157	1.00	16987	1.39
TOYOTA	103118	8.49	97886	8.00
VOLKSWAGEN	11139	.92	13088	1.07
VOLVO	10030	.83	11894	.97
OTHERS	2555	.21	3200	.26
TOTAL OTHER IMPORTS	421652	34.70	423378	34.60
GRAND TOTAL ALL IMPORT CARS	473224	38.95	468776	38.31
NEW IMPORTED LIGHT TRUCKS LEADING MAKES (0-10,000 LBS)				
DOMESTIC SPONSORED IMPORTS				
DODGE RAM 50/RAIDER	745	.11	967	.16
CHEVROLET GEO TRACKER	3486	.52	4167	.68
OTHER IMPORTS				
ISUZU	11677	1.75	14341	2.34
MAZDA	14148	2.12	16416	2.67
MITSUBISHI	3543	.53	6196	1.01
NISSAN	21630	3.25	22379	3.64
SUZUKI	2054	.31	2098	.34
TOYOTA	39372	5.91	38999	6.35
VOLKSWAGEN	292	.04	681	.11
OTHERS	1100	.17	1191	.19
TOTAL OTHER IMPORT TRUCKS	93816	14.09	102301	16.66
GRAND TOTAL ALL IMPORT TRUCKS	98047	14.72	107435	17.49

STATITICAL SERVICES DIVISION
R. L. POLK & CO.
DETROIT, MI. (313) 393-0880

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NEW VEHICLE REGISTRATIONS-UNITED STATES-CALENDAR YEAR TOTALS

YEAR	CARS	TRUCKS
1987	10165660	4963888
1988	10479931	5211100
1989	9852617	5100195
1990	9103204	4798515
1991	8234017	4344604

FEBRUARY 1992 ISSUED 04/92
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NEW VEHICLE REGISTRATION SERVICE U.S. SUMMARY
TRUCK YEAR-TO-DATE

MAKES	FEB	% IND	YEAR TO DATE		% '92 VS '91	% IND	
	1992		1992	1991		1992	1991
CHEVROLET	72384	23.11	155806	148668	104.80	23.40	24.21
CHRYSLER	743	.24	1522	456	333.77	.23	.07
DODGE	37927	12.11	75070	66506	112.88	11.27	10.83
FORD	90841	28.98	197625	171396	115.30	29.66	27.90
FREIGHTLINER	1520	.52	3332	3684	90.45	.50	.60
G.M.C.	23941	7.64	50622	43691	115.86	7.60	7.11
HINO	149	.05	288	337	85.46	.04	.05
ISUZU	6148	1.96	12943	15455	83.75	1.94	2.52
IVECO	4	-	6	239	2.51	-	.04
JEEP	15805	5.05	33568	23372	143.62	5.04	3.81
KENWORTH	1073	.34	1968	2332	84.39	.30	.38
MACK/MIDLINER	715	.23	1477	1872	78.90	.22	.30
MERCEDES BENZ	50	.02	103	150	64.38	.02	.03
MERCURY	-	-	-	-	-	-	-
MITSUBISHI FUSO	244	.08	504	489	103.07	.08	.08
NAVISTAR	3909	1.25	8017	10852	74.24	1.21	1.77
OLDSMOBILE	2084	.67	4506	3139	143.55	.68	.51
OSHKOSH	205	.07	410	655	62.60	.06	.11
PETERBILT	831	.27	1652	2045	80.78	.25	.33
PLYMOUTH	12847	4.10	26566	24219	109.68	3.99	3.95
PONTIAC	1697	.54	4038	2838	142.28	.61	.46
SCANIA	5	-	5	4	75.00	-	-
UD	176	.06	380	271	139.19	.06	.04
VOLVO	87	.03	171	103	166.02	.03	.02
WESTERN STAR	51	.02	102	106	96.23	.02	.02
WHITEGMC	1027	.33	2011	2084	96.50	.30	.34
OTHER IMPORTS	38166	12.19	82139	87960	93.38	12.33	14.32
MISC. DOMESTIC	433	.14	1040	1205	86.31	.16	.20
U. S. TOTAL	313164		665929	614160	108.43		

TRUCKS BY WEIGHT GROUPS-YEAR TO DATE

MAKES	GVW 1 0-6	GVW 2 6-10	GVW 3 10-14	GVW 4 14-16	GVW 5 16-19.5	GVW 6 19.5-26	GVW 7 26-33	GVW 8 33 & OVER
CHEVROLET	88294	63816	1873	648	11	342	781	41
CHRYSLER	1522	-	-	-	-	-	-	-
DODGE	54955	20115	-	-	-	-	-	-
FORD	120907	69156	-	2519	-	605	2895	1543
FREIGHTLINER	-	-	-	-	-	27	119	3186
G.M.C.	21893	22058	208	439	57	3623	2284	60
HINO	-	-	2	34	52	68	132	-
ISUZU	11677	-	704	285	124	124	29	-
IVECO	-	-	4	2	-	-	-	-
JEEP	33568	-	-	-	-	-	-	-
KENWORTH	-	-	-	-	-	-	25	1943
MACK/MIDLINER	-	-	-	-	-	67	136	1274
MERCEDES BENZ	-	-	-	-	-	57	45	-
MERCURY	-	-	-	-	-	-	-	-
MITSUBISHI FUSO	-	-	282	-	95	88	39	-
NAVISTAR	-	-	-	7	-	953	3754	3343
OLDSMOBILE	4506	-	-	-	-	-	-	-
OSHKOSH	-	24	44	116	142	51	13	20
PETERBILT	-	-	-	-	-	-	30	1622
PLYMOUTH	26586	-	-	-	-	-	-	-
PONTIAC	4038	-	-	-	-	-	-	-
SCANIA	-	-	-	-	-	-	-	3
UD	-	-	148	-	115	92	25	-
VOLVO	-	-	-	-	-	-	152	19
WESTERN STAR	-	-	-	-	-	-	-	102
WHITEGMC	-	-	-	-	-	-	-	2011
OTHER IMPORTS	80872	1267	-	-	-	-	-	-
MISC. DOMESTIC	133	44	2	-	-	157	203	501
TOTAL	448951	176480	3267	4050	596	6254	10663	15668
1991 TOTAL	416811	152371	3232	3915	545	4978	12820	19488
1992 vs '91	107.71	115.82	101.08	103.45	109.36	125.63	83.17	80.40

MANUFACTURERS' SALES RECORDS ARE USED IN COMPILING KANSAS BEGINNING WITH JULY, 1991.